

# 2022 Annual Global Report



Oklahoma's Global Team offers trade and export assistance to companies looking to operate globally and promotes the state as a location for foreign direct investment.







# 61.3K

Foreign-owned companies  
employ more than 61,300  
Oklahomans

# \$6.79+B

Oklahoma exports total  
more than \$6.79 billion  
for the state

# \$499K

53 Oklahoma companies were  
supported through \$499,000 in  
federal STEP funds

“Aircraft Towing Systems LLC had  
a better than expected show!  
Potential customers have already  
contacted us. We will definitely  
participate in future shows. The  
STEP Grant made it all possible!”

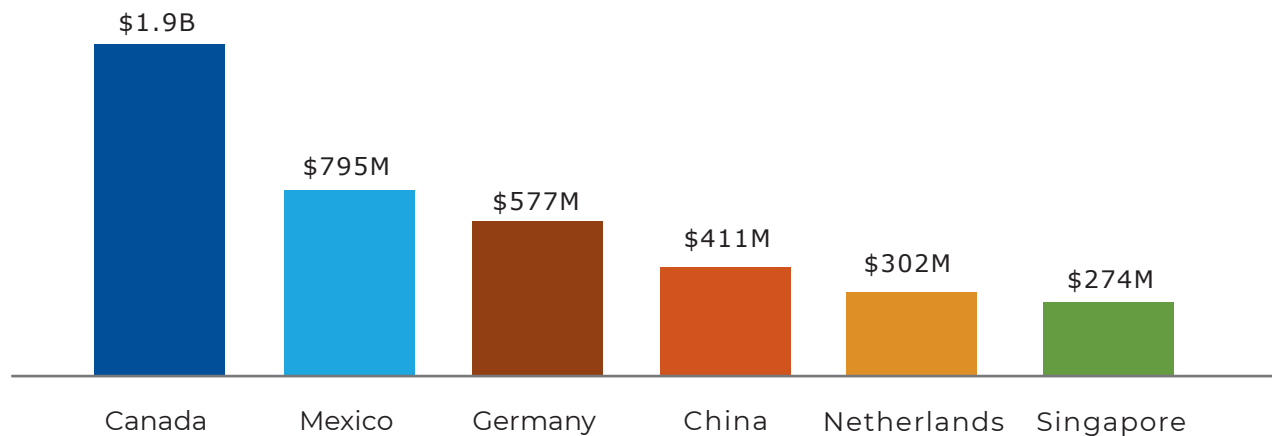
Vince Howie  
CEO/VP  
Aircraft Towing Systems LLC

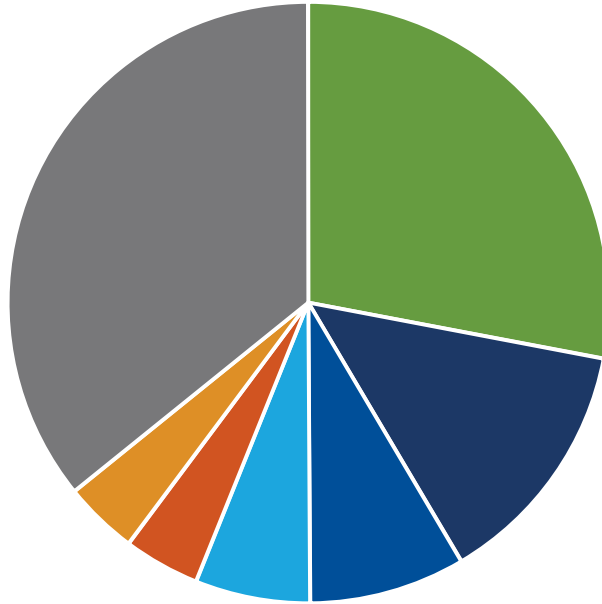
# OKLAHOMA EXPORTS TO THE WORLD

Selling to international markets opens a business to 96% of the world's consumers located in other countries. Oklahoma companies can benefit from exporting their products to markets outside the United States.

## OKLAHOMA'S TOP EXPORT COUNTRIES

COUNTRY	2022 Exports	1-Year Growth	10-Year Growth	Share of Total Trade
Canada	\$1,953,724,505	22.9%	-2.1%	28.8%
Mexico	\$795,357,592	7.2%	28.1%	11.7%
Germany	\$577,031,439	-11.2%	178.3%	8.5%
China	\$411,474,991	86.6%	23.6%	6.1%
Netherlands	\$302,349,987	4.3%	162.1%	4.4%
Singapore	\$274,025,197	6.2%	19.2%	4.0%
Japan	\$265,581,500	-12.5%	-38.6%	3.9%
South Africa	\$257,721,787	-11.1%	1142.8%	3.8%
South Korea	\$178,230,264	51.1%	132.5%	2.6%
Australia	\$172,681,187	-2.1%	-0.8%	2.5%
All other	\$1,606,895,021	-1.0%	-32.3%	23.6%





## Top Export Categories

<span style="color: green;">■</span>	Nuclear Reactors, Industrial Machinery, Parts, Etc.....	28%
		\$1.9 billion
<span style="color: darkblue;">■</span>	Electric Machinery, Etc.....	13.5%
		\$914 million
<span style="color: blue;">■</span>	Aircraft, Spacecraft and Parts.....	8.4%
		\$569 million
<span style="color: lightblue;">■</span>	Inorganic Compounds, Precious & Rare Earth Metals.....	6.2%
		\$421 million
<span style="color: orange;">■</span>	Optic, Photo, Medical or Surgical Instruments.....	4.1%
		\$280 million
<span style="color: gold;">■</span>	Cotton, Yarn, Woven Fabric.....	4%
		\$274 million
<span style="color: gray;">■</span>	All Other Exports.....	35.8%
		\$2.43 billion

Sources: US Census Bureau Foreign Trade Division data, via WISERTrade.org



**\$6.795 billion in total exports from more than 2,996 Oklahoma exporters.**



**Small- and medium-sized firms account for 84% of Oklahoma's exporters.**



**Oklahoma exports have increased by 9% from 2021-2022.**

*Source: Office of Trade and Economic Analysis, International Trade Administration, U.S. Department of Commerce*



“As a woman-owned small business, it is difficult to find the extra money to spend on large industry trade shows. With the aid of the STEP grant, we took that plunge into an expensive market once a year to meet and inform what we can do for and with other larger companies that may not otherwise look at us. Face-to-face conversation is much more advantageous than the website visit in our world.”

**Kim Goza**  
Human Resource and Marketing  
Shen Ten Enterprises

# PROVIDING SUPPORT TO OKLAHOMA COMPANIES



## Trade Counseling

Commerce analyzes the exporting capabilities of individual Oklahoma companies to help them prepare to enter new markets or sell new products to known markets.



## Trade Shows

The agency attends and hosts booths at trade shows to provide venues for Oklahoma exporters to meet international buyers, distributors or representatives.



## International Business Matchmaking

Our no-cost agent and distributor search service connects Oklahoma companies with businesses or individuals in targeted export markets that can ensure products and services reach the right industries, sectors and customers.



## Trade Missions

These opportunities allow companies to meet with representatives in targeted international markets to build your business abroad.



## Training, Research & Export Solutions

**Webinars** - Export Compliance Training

**E-commerce Website Optimization & Translation Services** - Up to two languages

**U.S. Commercial Service Export Services** - Gold Key Matchmaking Services, International Partner Search, or Due Diligence on Foreign Parties



## STEP GRANT

The United States Small Business Administration has awarded the Oklahoma Department of Commerce with State Trade Expansion Program (STEP) grant funding. The Oklahoma STEP Grant offers eligible Oklahoma small and medium sized businesses assistance in launching or expanding export activities. Grant funds are used to reimburse eligible Oklahoma businesses for pre-approved, qualified export expenses.

The objective of this program is to increase the overall number of Oklahoma exporters and increase their export sales by helping businesses diversify by entering international markets.

### Allowable Activities

- Domestic and international trade shows
- Oklahoma Department of Commerce-led Trade Missions
- U.S. Commercial Service export services
- Website translation and optimization services
- Training/educational activities

### Funding Information

Grants range from \$800 to \$10,000 depending on the activity selected.

A company cannot receive more than \$28,000 throughout the course of the STEP funding period.

### Eligibility Requirements

To be eligible, an applicant must meet the following requirements:

Applicants must operate a business in Oklahoma to process, manufacture, and/or distribute a product, or provide an exportable service that is of U.S. origin or have at least 51% U.S. content. They must be in business for at least one year, and they must qualify as a small business entity according to U.S. Small Business Administration standards.

### For STEP Grant questions contact:

Nicole Boyles  
State Director of International Trade  
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[nicole.boyles@okcommerce.gov](mailto:nicole.boyles@okcommerce.gov)

Kathy Gain  
STEP Program Manager  
405-815-5267  
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## STEP GRANT 2020-2022 results

# 64

trade activities

# 53

small business clients

# 788

Jobs created or retained

# \$11.9M

export outcomes

# \$105M

export sales (18 mo. projected)

STEP is funded by:



U.S. Small Business  
Administration

Major sources of foreign investment in Oklahoma include Canada, the United Kingdom, Japan, Germany, France, Switzerland, Ireland, Australia, Sweden, Mexico, Belgium and Italy.

The largest international employers in the state are companies headquartered in Mexico, France and Ireland.

**41%**

of all FDI jobs in the state are in the manufacturing sector.











**61,300**

Foreign-owned companies employ more than 61,300 Oklahomans.

## BRINGING THE WORLD TO OKLAHOMA

Oklahoma is home to more than 550 international employers. Foreign-owned companies operating in Oklahoma employ more than 61,300 Oklahomans according to the Global Business Alliance. Major sources of foreign investment in the state include Canada, the United Kingdom, Japan, Germany, France, Switzerland, Ireland, Australia, Sweden and Mexico. Over the past five years, FDI companies have announced \$1.43 billion in capital investment into Oklahoma. These companies project the creation of more than 38,000 direct new jobs with an average wage of over \$55,000.

## TOP FOREIGN INVESTMENTS IN OKLAHOMA

Business Establishments in Oklahoma			Employment in Oklahoma	
	Canada	75	2706	
	United Kingdom	67	4623	
	Japan	66	3240	
	France	55	5914	
	Germany	54	2805	
	Switzerland	37	2684	
	Ireland	22	5523	
	Australia	18	1142	
	Mexico	17	6766	
	Sweden	15	4270	



# COMMERCE FOREIGN DIRECT INVESTMENT SERVICES

Oklahoma's Foreign Direct Investment (FDI) program provides prospective Oklahoma businesses the tools they need to locate and grow their business in Oklahoma.

- International site location assistance
- Incentive analyses
- Cost of doing business benchmark reports
- Customized site visits
- Market entry strategy assistance
- Visa assistance
- State and local partnerships
- International supplier/partner identification
- Workforce recruitment and hiring
- Regulatory and permitting assistance
- Foreign entrepreneur support

## OKLAHOMA'S FDI TEAM

Oklahoma's FDI Team is a partnership between Commerce, local economic development organizations and the state's major utility companies that are committed to promoting Oklahoma's economic development efforts to international markets.

- Ardmore Development Authority
- Broken Arrow Economic Development Corporation
- Duncan Area Economic Development Foundation
- Greater Oklahoma City Chamber
- MidAmerica Industrial Park
- Muskogee City County Port Authority
- OGE Energy Corp.
- Public Service Company of Oklahoma
- Tulsa Ports



“The Oklahoma Commerce Team and the support from the STEP grant are extremely valuable in extending our reach and resources as a small business. Going to conferences such as the Space Symposium gives us the ability to connect in-person with prospective, existing, and find new customers globally. It’s a valuable resource to our company. We were able to meet with four international companies who we’d been in prior conversation with, allowing us to meet in person for the first time. “

Michael Tate  
COO  
Infinite Composites, Inc.

## OKLAHOMA’S FOREIGN TRADE ZONES

The Oklahoma Department of Commerce works to enhance trade and export opportunities for Oklahoma businesses. A key, and often underutilized, trade asset in the state exists at Oklahoma’s four Foreign Trade Zones. FTZs provide financial incentives for businesses by offering duty deferral on goods that enter the country.

In a state like Oklahoma with a lower-than-average cost of doing business, companies with a global supply chain can further improve their bottom lines. This includes a duty and quota charge exemption on imported goods that are later re-exported. Companies can also apply for an inverted tariff for duty reductions if a lower tariff rate will apply to the finished product when it leaves the zone in comparison to the tariff applied on foreign components.

When it comes to logistic costs, companies can also benefit by being granted a weekly, single customs entry charge rather than paying multiple entry fees. The FTZ can also save time for businesses importing components by eliminating duties on rejected and defective items.

The Oklahoma Department of Commerce’s Global Trade Team is a supporting partner with the state’s FTZs.

“These zones can help Oklahoma companies increase their profits and lower their costs,” said Sarah Short, International Trade Specialist, Oklahoma Department of Commerce. “We know that our state’s FTZs are not being optimized by as many companies as they should be and the Oklahoma Department of Commerce is working alongside our FTZs to grow awareness of the program and increase use of these zones.”



**VIEW OUR  
FTZ MAP  
ONLINE**

# OKLAHOMA'S FOREIGN TRADE ZONES



## FTZ 53

is located in the northeast portion of the state surrounding the Tulsa metropolitan area. Run by the City of Tulsa-Rogers County Port Authority, it also contains the Tulsa Port of Catoosa as well as two subzones in the Claremore Industrial Park and Claremore Regional Airport.



## FTZ 106

is located next to Oklahoma City's Will Rogers World Airport. FTZ 106 also boasts two magnet sites in Enid Woodring Regional Airport and the Shawnee Regional Airport in addition to a usage-driven designated site at VF Jeanswear in Seminole.



## FTZ 227

is located in southeast Oklahoma and serves the nearby Dallas-Fort Worth area. This zone is comprised of the three separate sites: International Business Park of Durant, Okla., Ardmore Industrial Airpark, and Westport Industrial Complex, also located in Ardmore.



## FTZ 164

is located at the confluence of the Arkansas, Grand and Verdigris Rivers, Port Muskogee is a prime location to ship bulk cargo anywhere in the world via the McClellan-Kerr Arkansas Navigation System.



## OKLAHOMA'S INLAND PORTS

**Port Muskogee** is a 450-acre industrial park located at the confluence of the Arkansas, Verdigris and Grand Rivers. As many as 14 industries depend on access through the port, accounting for capital investments of more than \$2 billion.

**The Tulsa Port of Catoosa** is a multi-modal shipping complex and industrial park. Located at the head of navigation for the McClellan-Kerr Arkansas River Navigation System in Northeast Oklahoma, it is one of the largest, most inland river ports in the U.S.

**The Tulsa Port of Inola** is a 2,500-acre industrial park located east of Tulsa, Okla. As part of the McClellan-Kerr Arkansas River Navigation System in Northeast Oklahoma, the port is home to Italian-based paper manufacturer Sofidel and its 1.8-million square foot factory.



# 20

states & Gulf of Mexico  
accessible by Oklahoma's  
inland waterways



# HOME

to some of the most inland,  
ice-free river ports  
in the U.S



# 94%

of U.S. population reachable  
overnight by road from  
Oklahoma ports

# PORTS DATA

## Number of barges:

Port Muskogee: 358

Tulsa Ports (Catoosa & Inola): 1,045

## Barge tonnage:

Port Muskogee: 546,490

Tulsa Ports (Catoosa & Inola): 2,092,308

## Number of rail cars:

Port Muskogee: 3,264

Tulsa Ports (Catoosa & Inola): 8,287

## Rail car tonnage:

Port Muskogee: 190,967

Tulsa Ports (Catoosa & Inola): 1,185,041

## Number of trucks:

Port Muskogee: 59,285

Tulsa Ports (Catoosa & Inola): 365,000

## Truck tonnage:

Port Muskogee: 1,005,591

Tulsa Ports (Catoosa & Inola): 14,600,000



**1,403 Barges**  
**Tonnage: 2,638,798**



**424,285 Trucks**  
**Tonnage: 15,605,591**



**11,551 Rail cars**  
**Tonnage: 1,376,008**





# INTERNATIONAL PROTOCOL OFFICE

The Office of International Protocol is responsible for Oklahoma's global affairs. As the agency charged with this office, Commerce provides country-specific briefings and expert protocol assistance, including oversight and technical assistance to Oklahoma officials receiving foreign guests and to officials traveling on behalf of Oklahoma outside the United States. Commerce also serves as the main point of contact for diplomatic visits and events and for coordinating the three sister state relationships Oklahoma has with Gansu Province, China; Kyoto Prefecture, Japan; and Taiwan.

In 2022, the Protocol Office continued to support Governor Stitt's inaugural pledge of "bringing Oklahoma to the world and the world to Oklahoma."

The Office supported 22 meetings between Oklahoma state leadership and foreign dignitaries. In 2022 Oklahoma officially interacted with high-level diplomats from 21 different countries, including multiple foreign ambassadors to the U.S.

The Protocol Office strengthened the state's relationship with its top trade and diplomatic partners by proactively engaging with foreign consulates that cover the state of Oklahoma from their home offices in Houston, Austin and Dallas.

Additionally in 2022, the Protocol Office was proud to help welcome Oklahoma's first Consulate of Mexico.

For more information on the Office of International Protocol, visit [okcommerce.gov/protocol](https://okcommerce.gov/protocol).









**OKLAHOMA**  
**Commerce**

[okcommerce.gov/FDI](https://okcommerce.gov/FDI)

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